



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN IDAHO

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in IDAHO (Fiscal Year 1999 thru 2003)

Companies Supported:	7
Communities Supported:	7
Value of Exports Supported:	\$127.6 million
Value of Exports Supported - FY 2003:	\$ 34.4 million

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EX-IM BANK SUCCESS STORIES

Magic Miles, Ltd. of Boise, Idaho, is an export trading company that represents Idahoan foods in selling frozen and fast-food potato products. Stewart Hyndman, of Magic Miles said that, since getting a small business multi-buyer insurance policy from Ex-Im Bank, “it makes me sleep better at night.”

Rangen Inc., a 150-employee company based in **Buhl, Idaho**, has been able to significantly increase its exports of aquaculture feed products to a number of **Central and South American countries** thanks to a \$1.5 million Ex-Im Bank working capital guarantee. “If it wasn’t for Ex-Im Bank, a company our size couldn’t take that amount of risk,” said Joy Kinyon, the aquaculture division manager. “This has allowed our exports to grow at a much more rapid pace than we otherwise could have done.”

A.C. Data Systems of Post Falls, Idaho, began using Ex-Im Bank export insurance last year to help the company increase its exports and expand into riskier markets, according to Burt Blaisdell, the company’s chief financial officer. A.C. Data Systems is a small business that manufactures surge suppression systems for telecommunications firms, and exports to **Brazil, Mexico**, and other Latin American markets.

Lunceford Associates, a small business in **Coeur d’Alene, Idaho**, benefited from a \$31 million Ex-Im Bank loan guarantee in 2000 to sell medical imaging machinery and other equipment to a pediatric hospital in Moscow. The company, which obtained equipment from more than 20 U.S. suppliers, has used Ex-Im Bank financing on four previous occasions to export medical equipment to **Russia**. “We certainly appreciate the efforts of Ex-Im Bank to accommodate financing in Russia,” said company president Earl Lunceford. “Acting in an expeditious manner is always important because we are not just marketing the equipment on its merits, but we are also in competition with several other countries that provide loans to Russia. Ex-Im Bank’s ongoing support has been very important to our continued success in providing critical medical equipment to Russia.”